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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Sales Documents: This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.
Topic 2	<ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	<ul style="list-style-type: none">• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	<ul style="list-style-type: none">• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Origin and source of the partner function
- B. Partner determination procedure
- C. Generic partner function
- D. Address usage of the business partner

Answer: B,D

NEW QUESTION # 31

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use report COND_AV.
- C. Use the Manage Prices - Sales app.
- D. Use the Change condition (VK12) transaction.

Answer: C,D

Explanation:

Pricing and condition technique

NEW QUESTION # 32

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Access sequence
- B. Text ID
- C. Text determination procedure
- D. Text procedure assignment

Answer: A

Explanation:

The behavior regarding the copying of texts and subsequent changes is controlled by:

C . Access sequence: The access sequence in text determination defines where the system looks for texts and how it behaves when texts are changed after being copied to a document.

NEW QUESTION # 33

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Item number increment
- B. Reference mandatory indicator
- C. Default delivery type for billing
- D. Billing type for cancellation

Answer: A,D

Explanation:

Billing Process and Customizing

NEW QUESTION # 34

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must send the payer a single invoice list instead of the individual invoices.
- B. You must create an invoice list at specified time intervals or on specific dates.
- C. You use preliminary billing documents for the invoice list creation.
- D. You must set up a periodic billing plan for the invoice list creation.

Answer: A,B

Explanation:

Billing Process and Customizing

NEW QUESTION # 35

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